

EVANGELIST TALKS ON CONVERSION

INTIMATES IT IS NOT A SHOWER OF TEARS

Says the Devil Could go to Sleep if Every Man Was Converted in the Same Way—Thirty-One More Profess Faith

"I am not going to attempt to preach a sermon tonight, I'm just going to give you a talk on a subject I want to press home to you," said Evangelist Smith in opening his address on the subject of conversion in the service at the tent last evening. He based his remarks on the ninth verse of the ninth chapter of St. Matthew: "He arose and followed Him." Mr. Smith spoke substantially as here given:

"I had an interesting talk on the street today with an old gentleman who thought that because the people came quietly down the aisles here they were not converted, and he told me of the old-time conversions of years ago, how they occurred and the things which happened.

"A great many people think you are not converted unless you go to campmeeting, roll around on the ground, froth at the mouth and look so haggard that your wife wouldn't know you. And then there are others who think if you are not converted in the same manner they were you are not converted at all.

"Religion is not in the handkerchief and a lot of tears! It's in your will! You can yield your all just where you sit here tonight. Conversions are not all alike. Nearly all cases in the New Testament were different. If we were all converted the same way, the devil could go to sleep. He wouldn't have to plan so many different attacks.

"The night the jailer was converted in prison there was thunder and lightning, but the man in the ninth chapter of Matthew was not converted in that way.

"You couldn't have got Nicodemus to roll on the ground! Take Paul, his was a noisy case again. He was changed from a persecutor to a preacher. But for every noisy case of conversion you can find a thousand quiet ones.

"Don't you criticize the way in which someone else became converted. When the Son of God said unto Matthew 'follow me,' he dropped his business and followed Him.

"You remember the story of the blind man, how Christ anointed his eyes and restored his sight, and that when Jesus asked him 'dost thou believe in the Lord?' the man said, 'Lord, I believe.' He said I know! He was not like you half-baked backsliders. Fancy me asking you if you're a Christian and of your answering 'I hope so.' If you don't know, then the devil has robbed you of something you should know!

"You say you can't stand for Christ—can't work for Him. Why, it's the grandest business in the world to lead a soul to God! Who could come to old Alexandria with any other message and fill this tent every night for three weeks, excepting the gospel of Jesus Christ?

"I ask you to say no to sin, and yes to Christ, and purity. A man up in New York state, a lawyer, went out walking in the woods. While alone he asked himself if he was doing what he ought to do — and Charles Finney started a revival right there. Dr. Wilbur Chapman was only 12 years old when he first stood up for Christ, but there are thousands who date their conversions on the nights Chapman preached. God looked down in the pit of a mine one day, Reuben Torrey became converted, and forty thousand people were added to the Welsh churches! Supposing these men had turned down Christ as you've done!

"Christ came to Matthew because he was the only one who could do what He wanted done, and because Matthew took a stand for Christ he became the writer of the first gospel. Christ wants you!

"I remember my own coming out in a church in New York. Had lived with my wife two years. Loved her but didn't take any stock in her religion. I took care of baby one night while wife went to church. She came running into the house and said 'husband, I can't go to sleep until you give your heart to God.' Next night she asked me if I'd go to church. I said yes. We left baby with a

Number Decisions.	
Previously reported	359
Last Night	31
Total	390

neighbor and went. I hadn't been there in a long time. When invitation was given I stood up in my seat. Wife was crying. And then I went forward!

"I know I've made a mess of it. But you'll admit that I've done my level best for you. Men, you know you ought to be Christians! You're making either for heaven or hell! I plead with you to give your hearts to God.

"Down in the Southland a young man lay ill in a hospital. The doctor decided his trouble was of the mind instead of the body. A young lady inquired about him, went to the florists' and ordered some beautiful flowers sent to him with her card and love. She had forgiven him. He got better.

"One day God, while walking around through the gardens of Heaven, plucked the choicest flowers, and tenderly leaning over the battlements, dropped it down into the manger in Bethlehem, and the card accompanying it bore this message: 'For God so loved the world that He gave His only begotten Son, that whosoever believeth in Him might not die, but have everlasting life.' "Will you accept Him?"

"Thirty-one persons walked down the aisles as the invitation was given and added their names to the list of converts.

Prayer meetings for Friday 10 a.m. There will be prayer meetings in the following homes and by the leaders as follows:

Mrs. R. E. Gronau, 232 N. St. Asaph, Miss Edith Snowden, leader; Mrs. J. T. Davis, 501 Wolfe, Mrs. B. B. Frommelt, leader; Mrs. Geo. Hepburn, 403 S. Fairfax, Mrs. Carver, leader; Mrs. Young, National Cemetery, Mrs. Young, leader; Mrs. Thomas Hall, 207 Duke, Mrs. Norman Williamson, leader; Mrs. Susan Smoot, St. Asaph, Mrs. Mathew O'Brien, leader; Mrs. Walter Roberts, Duke, Miss Elsie Snowden, leader; Mrs. Edward Kemper, Rosemont, Mrs. Young of Salvation Army, leader; Mrs. Phillips, 216 S. Fairfax, Mrs. Ludwig, leader; Mrs. Paregory, 426 S. Lee, Miss Bertha Allison, leader; Mrs. Ackers, 903 Duke, Mrs. Alfred Uhler, leader; Mrs. J. T. Hayden, 110 Duke, Mrs. Ebbhardt, leader; Mrs. Fred Penn, Mrs. Few leader; Mrs. Hoffman, Rosemont, Mrs. Adams, leader; Mrs. Fred Bartlett, 614 N. Columbus, Mrs. Harvey Henshaw, leader; Mrs. Mason, 314 N. Patrick, Mrs. Akres, leader; Mrs. Bellevue, 1411 King, Mrs. Risdon, leader; Mrs. J. D. Knight, 520 S. Fairfax, Mrs. Mansfield, leader; Mrs. Allen, 303 S. Lee, Mrs. Dennis, leader; Mrs. Harper, 513 S. Lee, Mrs. Van Ness, leader; Mrs. Richards, 213 S. Royal, Miss Bessie Griffith, leader; Mrs. Hancock, Duke between Fairfax and Royal, Mrs. Rison, leader; Mrs. Cox, Franklin, Mrs. Alvin Powell, leader; Mrs. C. R. Davis, 507 Prince, Mrs. Midkiff, leader; Mrs. J. S. Watkins, 1707 Duke, Mrs. J. E. Mills, leader; Mrs. L. Lewis, Braddock Heights, Mrs. Campbell and Mrs. Cockey, leaders; Mrs. Grant Forbes, Lloyds, Mrs. Geo. Reynolds, leader; Mrs. Chas. W. King, 916 Cameron, Miss Carol Greenaway, leader; Mrs. Geo. Darley, 118 S. Royal, Mrs. Conalley, leader; Mrs. Chas. J. Deahl, 813 Prince, Mrs. Wm. Duncan, leader; Miss and Mrs. Klipstein, 607 Prince, Mrs. Geo. R. Hill, leader; Mrs. Sherman B. Fowler, 316 S. Washington, Miss Elizabeth Slaymaker, leader; Mrs. Edward McMinaman, 1213 King, Mrs. Reardon, leader; Mrs. R. A. Akres, 211 Wolfe, Mrs. Hugh Kerrick, leader; Mrs. Walter Nalls, Duke and Fairfax, Mrs. Faw-

Alexandria City News Condensed

Mrs. Charles Tackett of Fredericksburg is the guest of Mrs. John F. Tackett in south St. Asaph street.

On motion of the distributees, Robert H. Cox has been appointed by the Corporation Court administrator de bonis non with the will annexed of William John Cox, deceased.

Dr. Walter E. Dienelt who has been quite sick for some time past at his home in south Columbus street is able to be out again.

Much interest is manifested just now in the city concerning the report that the Alexandria Light Infantry company, now at Brownsville, Texas, is to be ordered home in the near future.

In line with its policy of combing the city for news the Gazette is about to appoint young reporters in various sections of the city. Miss Isabella Boswell, class of '18, and Merrill Lynch, '17, of Alexandria High School are the first of these new additions to the Gazette's staff. There are vacancies for others in certain sections of the city and suburbs. Mr. Hard, the Gazette's editor, will be glad to talk with any young man or woman who might be interested.

cett, leader; Mrs. Bragg, 117 N. Patrick, Mrs. John T. Robinson, leader; Mrs. James E. Padgett, 1404 Duke, Mrs. Seaman, leader; Mrs. Cunningham, 503 N. Columbus, Mrs. Philip Rush, leader; Mrs. J. W. Spencer, 315 S. Washington, Mrs. Harry Wade, leader; Mrs. James R. Caton, 214 N. Columbus, Mrs. Frank Latham, leader; Mrs. James Alexander, Mrs. Sam Monroe and Mrs. Tom Robinson, leaders; Mrs. Carter Smith, 408 N. Alfred, Mrs. Wm. Petty, leader; Mrs. Kate U. Taylor, 118 S. Fairfax, Mrs. Wm. Morton, leader; Mrs. B. B. Brown, Mrs. Wm. Melchoir, leader; Mrs. M. Hamersley, 406 N. Payne, Miss Lucy Graves, leader; Mrs. Virginia Price, Del Ray, Mrs. Robert Yates, leader.

All are cordially invited to attend the above meetings.

THE RAMBLER.

Paragraphic Points Picked up by Our Man on the Street.

Late last night I dropped into a Lunch Room to get a cup of coffee. A roughly clad fellow in the chair next to me chuckled. I looked over his shoulder to see what had amused him. He was reading one of Walt Mason's prose poems in The Star. Of course you know Walt Mason. His stuff appears daily in, approximately five hundred newspapers. His little 'pieces' are nearly always optimistic in tone; they are never bitter. They never hammer although sometimes they gently ridicule. He is, in fact, the Apostle of the Joy of Living and he never rises above the understanding of the most humble folk.

I haven't see or spoken to Walt for nearly eight years. I close my eyes for a moment and play the memory game and see him again. He is a short, fat, stubby sort of a chap with an enormous head thickly thatched with grey hair; and he's deaf as a post. As I see him he is sitting in a little bit of a room between the business office and the composing room of the Emporia Gazette, the newspaper in which William Allen White tells Kansas and the rest of the Nation 'where it get out' at

Fresh Fish.

Spots, sea bass, croakers, butter fish, tile fish, and medium trout, will be on sale the balance of the week. George E. Price and Co., 227-1t.

For Sale.

The choicest building sites around Alexandria, situated on Braddock Heights. Fine roads and accessible to the Electric Line. Prices moderate. It will pay you to look them over before deciding upon the location of your home. For particulars see your local Real Estate Agent or N. Lindsey and Co., Inc. 1-218-12t.

Millinery Opening.

The fall and winter styles are ready for inspection at Miss Annie Hurdle's, 716 King street, Thursday and Friday, September 28 and 29th. All are invited. 225-3t.

Miss Laura E. Smoot of 1009 King street has returned home from a visit to her sister-in-law, Mrs. J. R. Smoot at Lovingson, Va.

In the general proceedings of the City Council published in yesterday's Gazette it was inadvertently stated that the resolution looking to increases in the salaries of the officers and privates of the police force was introduced in the lower board by Mr. Pohl. It should have been Mr. Bales, who is patron of the measure.

Miss Hilda A. Hayden, of Alexandria, and Henry K. Brown, of Culpeper, Va., were married in Washington last night. They were attended by Miss Agnes Hayden, of Alexandria and Oscar Zeitler, of Washington. Mr. and Mrs. Brown left Washington this morning for an extensive tour of the Southern states. They will return to their home about the middle of October.

Attention is directed to the advertisement of J. B. Waller, Clerk of Gas.

Mrs. Thomas Leadbeater and Mrs. George Johnston have returned from "Strathblame" Fairfax county, Va., where they spent the summer.

Emporia is not a big as Alexandria, but it has two great men in it and a great little newspaper. White, you remember, wrote "A Certain Rich Man," and other big books. He read a part of the M.S.S. of "A Certain Rich Man" to me as we sat before a log fire, in his workshop, on the third floor of his frame house. One night, Mrs. White was away visiting in Topoka and White and I had undressed the two kids and put them to bed after a dinner which we had largely cooked ourselves before we commenced the reading. When the book came out and proved so successful I remembered how little White thought of it and how he was tempted to throw it amid the embers of the fire when we went to bed a long, long time after midnight.

White is a short as Walt and much fatter, and has, if there's any of it left, red hair. Everybody in Emporia calls him 'Bill.' He likes it. If Bill and Walt were to walk down King street this afternoon and you were to meet them you wouldn't look at them twice. They're very commonplace looking chaps who never bother about having their pants creased but what an influence each, in his own way, has upon the thought of the common people of America.

Walt Mason was born in Canada but gravitated to the middle-West as a journeyman printer. For many years he fought booze—hard. Bill White helped him to conquer. Walt has turned his evil experience to a good use; and when a man is strong enough to do that he becomes a power. Witness 'Billy' Sunday, John B. Gough and thousands of other men whom it is possible to name.

A man's potentiality for evil is his potentiality for good. As I said, a day or two ago, the pendulum swings as far one way as it does the other. As long as a man continues to breathe the man-spark flickers in him. Let us never give up hope that the fellow who is down-and-out will some day start travelling upward. And let's do all we humanly can to help him to do so. If there's a bigger task than the salvage of a human soul please drop in and tell me what it is.

LARGE COMMITTEE MEETING

Members by Their Attendance Evince Strong Interest in Plans to Secure Armor Plant

As the Gazette goes to press the meeting of the \$11,000,000 Armor Plant Committee is being held in the rooms of the Chamber of Commerce. There is a very large attendance.

Attendant upon the meeting are also the chairmen and members of the various sub-committees, who are submitting suggestions and data they have gathered for presentation to Secretary Daniels at the hearing on Tuesday morning, October ten.

Norfolk spots, stake, tile fish, sea bass, butter fish, salt water croakers, white perch, large and medium trout, and large oysters, 25c a quart. Sanitary Fish Market, stall No. 2, City Market, Phone No. 735. 227-1t.

Mr. Oscar W. Phillips the newly elected Police Commissioner for the First ward has qualified as such before the Mayor.

Mr. Joseph L. Crupper, Republican candidate for Congress for the 8th District, will address the voters of Stafford and King George counties at White Oak, Va., tonight.

Major W. T. Johnson and his recruiting detail, who have been in Fredericksburg for some time are now stationed in this city. While in Fredericksburg they enlisted three recruits.

An automobile carrying a tender passed through the streets of this city this morning. The machine belongs to parties living in California who are on a continental trip. The tender has but two wheels. It contains a tent and other necessary articles for camping.

Mr. and Mrs. John Armistead Carter and children, Miss Ashby Carter and Masters John A. Jr., Ricard W. and James D. Carter were the weekend guest of Mrs. Carter's parents Mr. and Mrs. Phineas J. Dempsey, 217 S. Fairfax street.

LOOKING TOWARD ALEXANDRIA

Mr. L. L. Whitestone, who has just returned from a business trip which took him to all the most important trade centers in Virginia within a radius of one hundred miles of Alexandria, reports a very profitable return for his time and says that the people in the sections he visited are coming to realize that they can get very much quicker service here than from Washington.

Mr. Whitestone is one of the members of the firm doing business as Whitestone and Clark and is engaged in handling produce at wholesale. The other members of the firm are R. P. Whitestone and R. D. Clarke. They opened their establishment at the corner of King and Lee streets about six months ago and have been successful from the start. They were the first strictly wholesale produce dealers, to open an establishment here in recent years.

As Mr. Whitestone says the firm does business 'both going and coming.' They buy the produce of the farmers handling it either on commission or buying it outright, and they sell fruit and such seasonable vegetables as the surrounding country does not provide to the towns in which the farmers do their own shopping.

Mr. Business Man:

Do you know of any other business man who has attained to any worth-while success without the use of some form of advertising? If you do, we wish that you would tell us who he is in order that we may quiz him a little. He has a secret that's worth a lot of money. And have you ever stopped to think that advertising is an expression of confidence in yourself and the kind of wares you handle? And that people so under-stood it?

Foolish men in the past have resorted to tricks in advertising. They have used fine words as decoys to lure people into their establishments, and have then trimmed those who came. But, in reality, they were simply trimming themselves. The biggest asset that a business man can have is a satisfied customer. That kind of a customer provides a very valuable form of advertising — the word-of-mouth-kind. But in order to increase the number of these, which we hope you now possess, you should keep on telling people the truth about what you have.

Do you get that? KEEP ON TELLING PEOPLE. The average person has a short memory. Its up to you to keep them posted. The Gazette provides you the medium with which to do this. Yours for service, THE GAZETTE.

ALEXANDRIA WOMEN PLAN ACTIVITIES

WILL COMMENCE PROGRAMS IN NEAR FUTURE.

Church and Affiliated Organizations as Also Clubs to Take Prominent Part During Coming Season in City's Social and Philanthropic Life.

Immediately after the close of the Gypsy Smith, Jr., revival the women of Alexandria will commence their usual Fall activities along club, social and religious lines. From the tentative plans now in existence it would appear that the coming season will be full of interest, and particularly will this be true if the proposal to form an interdenominational organization of workers of the churches for evangelistic purposes is to be put into effect. It is hoped that they will be enabled to hold a meeting in the First Baptist church on next Wednesday night to consider this matter.

Miss Helen Cummings, president of the Cameron Club, and State President of the Federation of Women's Clubs, states that the Cameron Club members will hold a meeting next week for the purpose of outlining a program for the three sections of the Club during the coming season. It has, however, she states, already been decided to continue the work of the School Nurse, Miss Mary Monroe which last season proved so successful in that, Miss Monroe has found her way into the hearts of both scholars and pupils. The recent appropriation of \$250, made by the City Council, has been a great help.

The first meeting of The Tea-Cup Club, now entering upon the sixteenth year of its existence, will be held one day next week also in the home of Mrs. Samuel L. Monroe, in the Ramsey Annex. While the course of reading for the season of this unique little Club has not been decided it is thought that it may include the study of the English and Spanish Queens.

Among the churches, in addition to the union movement contemplated, there will be great individual activity. The members of the Catholic Woman's Benevolent Legion and other women's church organizations of that faith are planning a very active work for the church good. The Alumnae of St. Mary's Academy are also planning to work along the same lines. Their first meeting of the season occurs tonight, at 7:30 o'clock, in the Academy.

The members of the Temple Sisterhood of the Reformed Congregation, of which Mrs. Albert Briefus is president, held its first meeting on Monday night. In this financial matter appertaining to the congregation were considered. The first meeting of the Council of Jewish Women under the leadership of Mrs. Edith Bendheim, will be held on the first Monday in October. This body of women is interdenominational in its charitable activities and is an important factor in the social life of the city.

Among the other societies which will have their first meetings soon after the close of the Revival are: Immanuel Ladies' Aid Society, treasurer, Mrs. William Recker; Grace Church Woman's Auxiliary for Women's Missions, president, Mrs. Edgar Carpenter; treasurer, Miss Laura King, and secretary Mrs. Charles Deahl.

Next week, on Thursday afternoon, the Ladies' Aid Society of the First Baptist church will hold its first meeting under the direction of Mrs. A. J. Ross. Mrs. John I. Harrison, is secretary and Mrs. Lewis C. Nalls treasurer of this organization. In the near future also the Parish Aid Society of Christ Church will hold its first meeting in the Parish Hall. Mrs. Thomas Robinson is president and Mrs. Dabney H. Herndon, secretary of this organization.

There are many other local women's organizations which are planning their season's activities whose plans will be announced later in the columns of the Gazette.

Among these latter are the Willard and Allison Unions of the W. C. T. U., members of which do not contemplate any let-up in their work even though the State is so soon to go dry. They will hold their regular weekly meetings throughout the season and plan to work along educational lines.

The regular monthly meeting of

the Christ Church Parish Branch of the Women's Auxiliary, will be held Monday, October 2nd, at 3 p. m. in the Parish Hall. At this meeting the auxiliaries of the three Episcopal Churches of this city will meet for the purpose of holding a Memorial Service for their late Diocesan President, Miss Sallie Stuart. It is hoped that not only members of the auxiliary but all members of the congregation will be present.

ANNE LEE MEMORIAL HOME

Donation Day Announced For Tomorrow—Official Dedication and Opening Oct. 24

The board of governors of the Anne Lee Memorial Home for the Aged announce tomorrow as a Donation Day for that deserving institution, concerning which the Gazette takes pleasure in giving space to the following statement from the members of the board:

The Board of Governors of the Anne Lee Memorial Home of the Aged, wish to announce the opening of the Home, Monday Oct. 2d. While improvements are far from being completed, the work has progressed, despite the wave of financial depression which has swept our country, and we feel we can make comfortable the dear old people who are now with us, and those who are waiting so patiently to be admitted. We feel we should be congratulated on the work we have achieved under existing conditions. For while our city has been drained to send help to those suffering from the gruesome war, so thoroughly understood is the feeling that our tenderest consideration should be for the aged, that no matter what urgent need develops, when the call for the contributions arrive the care of the aged has the first claim on our hearts.

Our Home will be opened tomorrow, Friday, September 29th, for donations of groceries, provisions and supplies of all kinds with which to begin our house-keeping. We earnestly beg that each and every one will come to our home that day, bringing a gift, no matter how small for our aged. Help us who regard it as a blessed privilege to make brighter their lives, and guide their weary footsteps to the threshold of the door that will sooner or later open for each of us.

Our Home is a memorial to a mother. Make your gift in the name of your own mother. She may be still with you guarded by your tender love and care, or she may have passed on to the beyond, leaving in your hearts a heritage of loving memories. Keep the holiness of our work ever before you. Let each and every one give as best they can on Friday, to the earnest workers, who are striving to fulfill our Dead Lord's teaching in caring for His children.

The official opening and dedication will be on October 24th.

Just received, three barrels of select crabs. On sale at Jacob Brill's at the foot of King street. 226-3t.

NOTICE TO GAS CONSUMERS

Gas bills for quarter ending Sept. 1, 1916, having been delivered; this is to notify all gas consumers that all bills paid on or before Oct. 1, 1916, will be entitled to a discount of 30 cents per 1000 cubic feet. After that date no discount will be allowed and all delinquents will be required to make an early settlement.

By order of committee on Light.

J. B. WALLER,
CLERK OF GAS.

When in Alexandria, visit the Rammel Cafe, North Royal Street.